

Message Text

CONFIDENTIAL

PAGE 01 KUWAIT 05053 071131Z
ACTION PM-05

INFO OCT-01 NEA-10 ISO-00 NSC-05 SP-02 SS-15 L-03
CIAE-00 INR-07 NSAE-00 DODE-00 MCE-00 AID-05
IGA-02 OMB-01 EB-08 TRSE-00 /064 W
-----126551 071355Z /53

R 071001Z SEP 77
FM AMEMBASSY KUWAIT
TO SECSTATE WASHDC 8935
INFO AMEMBASSY ABU DHABI
USINT BAGHDAD POUCH
AMEMBASSY DOHA
AMEMBASSY JIDDA
AMEMBASSY MANAMA
AMEMBASSY MUSCAT
AMEMBASSY TEHRAN

C O N F I D E N T I A L KUWAIT 5053

E.O. 11652: GDS
TAGS: MASS, KU
SUBJECT: EMBASSY COMMENTS ON POLICY GUIDELINES AGAINST PROMOTION OF
ARMS SALES

REF: STATE 207984

1. FOLLOWING FOR DEPARTMENT'S CONSIDERATION ARE CERTAIN
OBSERVATIONS AND RECOMMENDATIONS REGARDING THE GUIDELINES FOR
IMPLEMENTATION OF THE ARMS TRANSFER POLICY AGAINST PROMOTION
OF ARMS SALES (REFTEL).

A. KUWAITI DEFENSE MINISTRY AUTHORITIES HAVE REPEATEDLY
TOLD US THAT THEY WILL RECEIVE US ARMS SALESMEN ONLY
AFTER PRO FORMA REQUESTS FOR APPOINTMENTS BY THE EMBASSY. REFTEL
PARA. 6A INSTRUCTS EMBASSY TO REFRAIN FROM REQUESTING SUCH
APPOINTMENTS. WE RECOMMEND THAT DEPARTMENT INFORM ANY ARMS
SALESMEN HEADED FOR KUWAIT OF THIS SITUATION.
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 KUWAIT 05053 071131Z

(FYI: REPRESENTATIVES OF US FIRMS ALREADY DOING BUSINESS WITH
DEFENSE MINISTRY, SUCH AS RAYTHEON, EMERSON, ITT,
AND DOUGLAS, HAVE AN ADVANTAGE HERE BECAUSE THEY ALREADY
HAVE ESTABLISHED CONTACTS WITH MINISTRY ELEMENTS WHICH
THEY CAN EXPLOIT FOR NEW BUSINESS WITHOUT FURTHER
CONTACT WITH EMBASSY. THE POLICY GUIDELINE AGAINST
EMBASSY ASSISTANCE ON APPOINTMENTS WOULD SEEM TO DENY

OTHER FIRMS THE POSSIBILITY OF ESTABLISHING SUCH ACCESS AND, THUS, IN EFFECT DISCRIMINATE AGAINST THEM, THOUGH ON OCCASION THE KUWAITIS VIOLATE THEIR OWN RULES AND RECEIVE US COMPANY REPRESENTATIVES WITH THE PARTICIPATION OR EVEN KNOWLEDGE OF THE EMBASSY. END FYI).

B. WE RECOMMEND THAT PARA 6 OF REFTEL BE DECLASSIFIED SO THAT IT CAN BE HANDED OUT TO US ARMS COMPANY REPRESENTATIVES AND TO ANY KUWAITI OFFICIALS WHO INQUIRE. THIS MARKED CHANGE IN THE PROCEDURES FOR CONTACTS WITH US FIRMS WILL REQUIRE CONSIDERABLE "RE-EDUCATION" OF ARMS SALESMEN, TO SAY NOTHING OF KUWAITI OFFICIALS WHO FOR SOME TIME TO COME MAY SIMPLY NOT BELIEVE THAT EMBASSY KUWAIT HAS BEEN ORDERED OUT OF SALES PROMOTION ACTIVITIES. EMBASSY EXPLANATION OF ITS REFUSAL TO UNDERTAKE SUCH ACTIVITIES, ACTING ON INSTRUCTION CONTAINED REFTEL, WILL BE FAR MORE CLEAR IF THEY COULD BE MADE IN WRITING RATHER THAN BY ORAL REFERENCES TO REFTEL.

2. REQUEST DEPARTMENT DEFINE "SIGNIFICANT ARMS SALES," AS USED IN PARA. 6A OF REFTEL.

MAESTRONE

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ARMS, SALES, POLICIES
Control Number: n/a
Copy: SINGLE
Sent Date: 07-Sep-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977KUWAIT05053
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D770323-0523
Format: TEL
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770991/aaaaczax.tel
Line Count: 84
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 253b034d-c288-dd11-92da-001cc4696bcc
Office: ACTION PM
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 77 STATE 207984
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 04-Feb-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1367740
Secure: OPEN
Status: NATIVE
Subject: EMBASSY COMMENTS ON POLICY GUIDELINES AGAINST PROMOTION OF ARMS SALES
TAGS: MASS, KU
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/253b034d-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009